

Dialog
8/18/03

Your SELECT statement is:

s (analys? or analyz? or evaluat? or assess? or
identif?) (10n) (multivariant or multi()variant or multi?()) (variables or term
or terms)) (10n) (negotiat? or bargain?)

Items	File
>>>File 20 processing for MULTI? stopped at MULTIMEDIA	
1	20: Dialog Global Reporter_1997-2003/Aug 18
>>>File 35 processing for MULTI? stopped at MULTIRESISTENT	
2	35: Dissertation Abs Online_1861-2003/Jul
Examined 50 files	
>>>File 94 processing for MULTI? stopped at MULTIPLEOUTPUT	
2	94: JICST-Eplus_1985-2003/Aug W2
Examined 100 files	
>>>File 148 processing for MULTI? stopped at MULTIFUNCTIONALITY	
1	148: Gale Group Trade & Industry DB_1976-2003/Aug 15
Examined 150 files	
Examined 200 files	
Processing	
Examined 250 files	
Examined 300 files	
Examined 350 files	
1	610: Business Wire_1999-2003/Aug 18
2	613: PR Newswire_1999-2003/Aug 18
Examined 400 files	
>>>File 621 processing for MULTI? stopped at MULTISITE	
2	621: Gale Group New Prod. Annou. (R)_1985-2003/Aug 15
3	649: Gale Group Newswire ASAP(TM)_2003/Aug 15
Examined 450 files	
Examined 500 files	
>>>File 993 processing for MULTI? stopped at MULTIGENERARIONAL	
>>>I/O error in file 993	
Examined 550 files	

8 files have one or more items; file list includes 551 files.
One or more terms were invalid in 50 files.

kw/c

SWD

4/9/3 (Item 2 from file: 94)
DIALOG(R)File 94:JICST-EPlus
(c)2003 Japan Science and Tech Corp(JST). All rts. reserv.

04389025 JICST ACCESSION NUMBER: 99A1041565 FILE SEGMENT: JICST-E
A Negotiation Agent using Argumentation Support Tools.
SATO YOICHI (1); YASUMURA YOSHIAKI (1); NITTA KATSUMI (1)
(1) Tokyo Inst. of Technology, Graduate School
Jinko Chino Gakkai Jinko Chino Kisoron Kenkyukai Shiryo(SIG-FAI), 1999,
VOL.39th, PAGE.31-36, FIG.4, REF.3

JOURNAL NUMBER: X0830AAG

UNIVERSAL DECIMAL CLASSIFICATION: 681.3:007.51 65.012.122:519.83

LANGUAGE: Japanese COUNTRY OF PUBLICATION: Japan

DOCUMENT TYPE: Conference Proceeding

ARTICLE TYPE: Original paper

MEDIA TYPE: Printed Publication

ABSTRACT: In this paper, we introduce a negotiation agent which
automatically negotiates with other agent through a computer network.
This agent is based on argumentation support tools. The tools are
composed of a user interface, two inference engines, a utility function
module, *multivariant* *analysis* module and a database of old cases.
The *negotiation* agent gets informations from these tools and selects
the next move based on the game theory. (author abst.)

DESCRIPTORS: agent; game theory; laws and regulations; autonomous system;
user interface; information network; agent model; support program;
negotiation

IDENTIFIERS: controversy; consensus building

BROADER DESCRIPTORS: operations research; theory; rule; system; interface;
network; model; computer program; software; action and behavior

CLASSIFICATION CODE(S): JE08000Z; KA03060T

Your SELECT statement is:

s (((automat? or software or electronic?)(2n) (negotiat? or bargaining)
(4n) agent? ?) (10n) contract? ?) and py<=1998

Items	File
----	----
4	2: INSPEC_1969-2003/Aug W2
4	8: Ei Compendex(R)_1970-2003/Aug W2
1	13: BAMP_2003/Aug W1
1	34: SciSearch(R) Cited Ref Sci_1990-2003/Aug W2
1	35: Dissertation Abs Online_1861-2003/Jul
Examined 50 files	
1	103: Energy SciTec_1974-2003/Aug B1
2	144: Pascal_1973-2003/Aug W2
Examined 100 files	
9	148: Gale Group Trade & Industry DB_1976-2003/Aug 15
Examined 150 files	
Examined 200 files	
Examined 250 files	
1	420: UnCover_1988-2001/May 31
1	440: Current Contents Search(R)_1990-2003/Aug 18
Examined 300 files	
Examined 350 files	
Examined 400 files	
1	633: Phil.Inquirer_1983-2003/Aug 06
1	635: Business Dateline(R)_1985-2003/Aug 18

Processing

Processing

Processing

Examined 450 files

1 702: Miami Herald_1983-2003/Aug 15

Examined 500 files

Examined 550 files

13 files have one or more items; file list includes 551 files.
One or more terms were invalid in 103 files.

Kurtz

Spd

Your SELECT statement is:

s (artificial()intelligence or inference()engine? or
neural()network?) (5n) (analyz? or analys? or assess? or evaluat? or
identif?) (5n) (negotiat? or bargain?) (5n) (term or terms or condition or
conditions or contract?)

Items	File
-----	-----
Examined 50 files	
1	94: JICST-EPlus_1985-2003/Aug W2
Examined 100 files	
1	194: FBODaily_1982/Dec-2003/Mar
Examined 150 files	
Examined 200 files	
Examined 250 files	
Examined 300 files	
Examined 350 files	
Examined 400 files	
Processing	
1	654: US PAT.FULL._1976-2003/Aug 14
Examined 450 files	
Examined 500 files	
>>>File 993 processing for CONTRACT? stopped at CONTRACTSOJOHNS	
>>>I/O error in file 993	
Examined 550 files	

3 files have one or more items; file list includes 551 files.
One or more terms were invalid in 5 files.

} Kurtz

Sum

2/9/1 (Item 1 from file: 94)
DIALOG(R)File 94:JICST-EPlus
(c)2003 Japan Science and Tech Corp(JST). All rts. reserv.

04510526 JICST ACCESSION NUMBER: 00A0198878 FILE SEGMENT: JICST-E
Basic Functions of a Negotiation Agent for Contracts.
NITTA KATSUMI (1); YAMADA SEIJI (1); YASUMURA YOSHIAKI (1)
(1) Tokyo Inst. of Technology, Graduate School
Jinko Chino Gakkai Chishiki Besu Shisutemu Kenkyukai Shiryo(SIG-KBS), 2000
, VOL.46th, PAGE.41-46, FIG.5, REF.6
JOURNAL NUMBER: X0831ABG
UNIVERSAL DECIMAL CLASSIFICATION: 681.3:007.51 65.01
LANGUAGE: Japanese COUNTRY OF PUBLICATION: Japan
DOCUMENT TYPE: Conference Proceeding
ARTICLE TYPE: Original paper
MEDIA TYPE: Printed Publication
ABSTRACT: We introduce overview of a negotiation support agent for
contracts. Its basic functions are to search candidates of
contractors by user's personal profiles, to *negotiate* with other
agents about the *contract* *conditions*, and to check if the
negotiation *conditions* are satisfied. The *negotiation* is modeled
as exchanging proposals of *contract* *conditions* according to civil
code. *Negotiation* proposals are generated by *inference* *engines*
and multi-variant *analysis* tools, and the next moves are selected by
game theories. (author abst.)
DESCRIPTORS: agent; negotiation; contract; WWW(communication); internet;
knowledge base; laws and regulations; decision making; information
retrieval
BROADER DESCRIPTORS: action and behavior; information system; computer
application system; system; computer network; communication network;
information network; network; rule; decision; retrieval
CLASSIFICATION CODE(S): JE08000Z; KA01010C

4/9/4 (Item 1 from file: 613)
DIALOG(R) File 613:PR Newswire
(c) 2003 PR Newswire Association Inc. All rts. reserv.

00358599 20000621HSW012 (THIS IS THE FULLTEXT)
Tradeaccess(R) Introduces Ecommbuilder(TM), the First Negotiation Platform
for Global B2b E-Commerce
PR Newswire
Wednesday, June 21, 2000 08:02 EDT
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 974

TEXT:

CAMBRIDGE, Mass., June 21 /PRNewswire/ - TradeAccess, Inc., the pioneer of B2B e-commerce negotiation technology, today announced the immediate availability of EcommBuilder, the company's patent-pending, breakthrough negotiation platform for global B2B e-commerce. The software system is the first multi-term, iterative negotiation engine that can power next-generation B2B marketplaces, both public and private, by supporting the fundamental requirements of on-going, complex commercial relationships. In the context of B2B e-commerce, EcommBuilder streamlines the global buying and selling of goods that are strategic to the bottom line, and enables buying and selling enterprises to manage their direct and indirect customer, supplier and channel relationships more efficiently and effectively online.

The release of EcommBuilder represents the culmination of TradeAccess's visionary approach to the problem of online negotiation of complex business terms and relationships and a diligent, 30 man-year development effort. The company plans to license its application broadly to corporations and e-market makers, and also license its technology to technology vendors.

TradeAccess today also separately announced:

- a Notice of Allowance from the US Patent and Trademark Office for a soon to issue patent, the first of a series of patents applied for by TradeAccess relating to the company's unique invention of the first negotiation system on global B2B e-commerce; and,
- a worldwide strategic alliance with Andersen Consulting.

One of the first customers of TradeAccess's EcommBuilder negotiation system is Orlando, FL-based World Commerce Online (WCO), a leader in global business-to-business electronic commerce solutions for the perishable goods industries. WCO builds global and private trade communities to enable supply chain participants in the perishable goods industries to do business on the Web. World Commerce Online currently offers Floraplex(TM), the B2B e-commerce solution for the estimated \$150 billion worldwide floriculture industry, and last month introduced FreshPlex(TM), a B2B e-commerce solution for the estimated \$550 billion worldwide produce industry.

"As a leading provider of both e-marketplaces and private e-market solutions for corporations, many of our customers need a solution for conducting negotiations as part of their e-commerce efforts. TradeAccess's EcommBuilder negotiation engine is a unique gem focused on this global need.

That's why World Commerce Online has selected TradeAccess as our exclusive

provider of negotiation technology," said Bob Shaw, CEO and Chairman of World Commerce Online. "We are working now to incorporate the TradeAccess negotiation engine into the next version of our platform that supports the Floraplex and FreshPlex e-marketplaces."

Commented Judith Hurwitz, CEO of leading industry *analyst* firm Hurwitz Consulting Group, "B2B e-commerce requires the ability to *evaluate* and *negotiate* commercial relationships on *multiple* *terms* -- not just price -- but other critical factors such as quality, reliability, availability, delivery and contractual terms like payment and discounts."

"EcommBuilder is the first negotiation platform providing support for multiple terms and iterative negotiated buying and selling," said TradeAccess CEO Jeff Conklin. "EcommBuilder is setting the standard for online negotiation processes. Our negotiation platform will accelerate the deployment of B2B e-commerce technology around the world, and alleviate the pent-up demand for this critical piece of the B2B puzzle. The lack of such a solution has been holding back what will be an extraordinarily large, multi-trillion dollar market for buying and selling direct goods and services online."

EcommBuilder, which is available now, enables enterprises and B2B e-marketplaces to support these requirements effectively and efficiently:

- Iterative, negotiated buying and selling involving multiple terms and multiple instances;
- Synchronous secure transaction execution of all related information, such as purchase orders, sales terms, and payment vehicles, and automatic generation of documentation for every transaction;
- Support for international payment methods and delivery terms to accommodate global relationships;
- Real-time management of multiple, customized business relationships with customers, suppliers and distribution channels; and,
- Industry-standard XML interfaces for integration with other applications.

EcommBuilder handles virtually all facets of the various business processes involved in negotiating commercial relationships, including purchase orders, sample quantities, order/contract volumes, sales terms, RFP (request for proposal), MPA (master purchase agreement), BOM (bill of materials), delivery scheduling, payment methods, order tracking, transaction reporting, and shipping and delivery terms -- even international terms of trade. TradeAccess enhances commercial relationships by managing rules and processes at all three levels required: the business rules of both the buying and selling enterprises; the rules of the marketplace entity, whether public or private; and, the commercial rules of domestic and international trade with which all enterprises and marketplaces must comply.

EcommBuilder ensures the integrity of both the requisite business processes and information for reaching online agreements, while capturing the interactions of buying and selling organizations -- with the major benefit of reducing the 55 per cent in commerce transaction costs and time directly attributable to processing.

EcommBuilder 1.5 is available immediately under a product licensing program. A technology licensing program will be available shortly.

About TradeAccess

TradeAccess(R) Inc. is pioneering B2B e-commerce negotiation technology, with a patent-pending negotiation system aimed at the transformation of online commerce. This breakthrough technology is immediately applicable to B2B e-commerce in direct goods, high-value services, and other strategic business relationships. The company's EcommBuilder(TM) is the first multi-variate, iterative negotiation platform that powers next-generation B2B marketplaces, both public and private, by supporting the fundamental requirements of on-going, complex commercial relationships. Founded in 1998, TradeAccess is privately held and venture capital backed, with financing from Cross Atlantic Technology Fund, LP (XATF), 3i Corporation and private investors. Based in Cambridge, MA, TradeAccess is on the Web at www.tradeaccess.com.

TradeAccess is a registered trademark and EcommBuilder is a trademark of TradeAccess, Inc. Floraplex and FreshPlex are trademarks of World Commerce Online, Inc. All other trademarks are the property of their respective owners.

SOURCE TradeAccess, Inc.

CONTACT: Michelle Allard McMahon, mallard@launchcompany.com, or Nabby Dunne,

both of The Launch Company, 978-369-2100, or fax, 978-369-2106, for TradeAccess

Web site: <http://www.tradeaccess.com>

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Set	Items	Description
S1	28	((AUTOMAT? OR SOFTWARE OR ELECTRONIC?) (2N) (NEGOTIAT? OR B- ARGAINING) (4N) AGENT? ?) (10N) CONTRACT? ?) AND PY<=1998
S2	20	RD (unique items) <i>— kmz</i>
File	2:INSPEC	1969-2003/Aug W2 (c) 2003 Institution of Electrical Engineers
File	8:EI Compendex(R)	1970-2003/Aug W2 (c) 2003 Elsevier Eng. Info. Inc.
File	13:BAMP	2003/Aug W1 (c) 2003 Resp. DB Svcs.
File	34:SciSearch(R)	Cited Ref Sci 1990-2003/Aug W2 (c) 2003 Inst for Sci Info
File	35:Dissertation Abs Online	1861-2003/Jul (c) 2003 ProQuest Info&Learning
File	103:Energy SciTec	1974-2003/Aug B1 (c) 2003 Contains copyrighted material
File	144:Pascal	1973-2003/Aug W2 (c) 2003 INIST/CNRS
File	148:Gale Group Trade & Industry DB	1976-2003/Aug 15 (c) 2003 The Gale Group
File	420:UnCover	1988-2001/May 31 (c) 2001 The UnCover Company
File	440:Current Contents Search(R)	1990-2003/Aug 18 (c) 2003 Inst for Sci Info
File	633:Phil.Inquirer	1983-2003/Aug 06 (c) 2003 Philadelphia Newspapers Inc
File	635:Business Dateline(R)	1985-2003/Aug 18 (c) 2003 ProQuest Info&Learning
File	702:Miami Herald	1983-2003/Aug 15 (c) 2003 The Miami Herald Publishing Co.

SMB

2/3,K/1 (Item 1 from file: 2)
DIALOG(R)File 2:INSPEC
(c) 2003 Institution of Electrical Engineers. All rts. reserv.

6702930 INSPEC Abstract Number: C2000-10-7102-012
Title: Levelled commitment contracts with myopic and strategic agents
Author(s): Andersson, M.R.; Sandholm, T.W.
Author Affiliation: Dept. of Comput. Sci., Washington Univ., St. Louis,
MO, USA
Conference Title: Proceedings Fifteenth National Conference on Artificial
Intelligence (AAAI-98). Tenth Conference on Innovative Applications of
Artificial Intelligence p.38-45
Publisher: AAAI Press/MIT Press, Menlo Park, CA, USA
Publication Date: 1998 Country of Publication: USA xxiv+1218 pp.
ISBN: 0 262 51098 7 Material Identity Number: XX-2000-00731
Conference Title: Proceedings of the Fifteenth National Conference on
Artificial Intelligence
Conference Sponsor: American Assoc. Artificial Intelligence
Conference Date: 26-30 July 1998 Conference Location: Madison, WI, USA
Language: English
Subfile: C
Copyright 2000, IEE

Abstract: In *automated* *negotiation* systems consisting of
self-interested *agents*, *contracts* have traditionally been binding,
i.e., impossible to breach. Such contracts do not allow the...
1998

2/3,K/2 (Item 2 from file: 2)
DIALOG(R)File 2:INSPEC
(c) 2003 Institution of Electrical Engineers. All rts. reserv.

6045795 INSPEC Abstract Number: C9811-7104-006
Title: Agent-enhanced workflow
Author(s): Judge, D.W.; Odgers, B.R.; Shepherdson, J.W.; Cui, Z.
Author Affiliation: BT&D Technol. Ltd., Ipswich, UK
Journal: BT Technology Journal vol.16, no.3 p.79-85
Publisher: BT Lab,
Publication Date: July 1998 Country of Publication: UK
CODEN: BTJUEH ISSN: 1358-3948
SICI: 1358-3948(199807)16:3L:79:AEW;1-2
Material Identity Number: 0923-98003
Language: English
Subfile: C
Copyright 1998, IEE

...Abstract: under the control of a workflow management system. These
improvements are achieved by allowing the *software* *agents* to
negotiate with each other to establish *contracts* that govern the
distribution of work across a number of processing centres. Furthermore,
the agents...
1998

2/3,K/3 (Item 3 from file: 2)
DIALOG(R)File 2:INSPEC
(c) 2003 Institution of Electrical Engineers. All rts. reserv.

5992751 INSPEC Abstract Number: C9809-6170-013
Title: Levelled commitment contracting among myopic individually rational
agents
Author(s): Anderson, M.R.; Sandholm, T.W.
Author Affiliation: Dept. of Comput. Sci., Washington Univ., St. Louis,

MO, USA

Conference Title: Proceedings International Conference on Multi Agent Systems (Cat. No.98EX160) p.26-33

Publisher: IEEE Comput. Soc, Los Alamitos, CA, USA

Publication Date: 1998 Country of Publication: USA xviii+487 pp.

ISBN: 0 8186 8500 X Material Identity Number: XX98-01978

U.S. Copyright Clearance Center Code: 0 8186 8500 X/98/\$110.00

Conference Title: Proceedings International Conference on Multi Agent Systems

Conference Date: 3-7 July 1998 Conference Location: Paris, France

Language: English

Subfile: C

Copyright 1998, IEE

Abstract: In *automated* *negotiation* systems consisting of self-interested *agents*, *contracts* have traditionally been binding, i.e., impossible to breach. Such contracts do not allow the...

1998

2/3,K/4 (Item 4 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2003 Institution of Electrical Engineers. All rts. reserv.

5601614 INSPEC Abstract Number: C9707-6170-024

Title: Advantages of a leveled commitment contracting protocol

Author(s): Sandholm, T.W.; Lesser, V.R.

Author Affiliation: Dept. of Comput. Sci., Massachusetts Univ., Amherst, MA, USA

Conference Title: Proceedings of the Thirteenth National Conference on Artificial Intelligence and the Eighth Innovative Applications of Artificial Intelligence Conference Part vol.1 p.126-33 vol.1

Publisher: MIT Press, Cambridge, MA, USA

Publication Date: 1996 Country of Publication: USA 2 vol. xx+xii+1600 pp.

ISBN: 0 262 51091 X Material Identity Number: XX96-02091

Conference Title: Proceedings of National Conference on Artificial Intelligence

Conference Sponsor: AAAI

Conference Date: 4-8 Aug. 1996 Conference Location: Portland, OR, USA

Language: English

Subfile: C

Copyright 1997, IEE

Abstract: In *automated* *negotiation* systems consisting of self-interested *agents*, *contracts* have traditionally been binding. Such *contracts* do not allow agents to efficiently accommodate future events. Game theory has proposed contingency contracts...

1996

2/3,K/5 (Item 1 from file: 8)

DIALOG(R)File 8:Ei Compendex(R)

(c) 2003 Elsevier Eng. Info. Inc. All rts. reserv.

04938946 E.I. No: EIP98024054056

Title: Electronic contract negotiation as an application niche for mobile agents

Author: Griffel, Frank; Tuan Tu, M.; Muenke, Malte; Merz, Michael; Lamersdorf, Winfried; da Silva, Miguel Mira

Corporate Source: Univ of Hamburg, Hamburg, Ger

Conference Title: Proceedings of the 1997 1st International Enterprise Distributed Object Computing

Conference Location: Gold Coast, Aust Conference Date:

19971024-19971026

E.I. Conference No.: 47764

Source: Proceedings of the International Enterprise Distributed Object Computing Workshop, EDOC 1997. IEEE, Piscataway, NJ, USA, 97TB100130. p 354-365

Publication Year: 1997

CODEN: 002753

Language: English

Identifiers: *Electronic* commerce; *Electronic* *contract* *negotiation*
; Mobile *agents*

2/3,K/6 (Item 1 from file: 13)

DIALOG(R) File 13:BAMP

(c) 2003 Resp. DB Svcs. All rts. reserv.

1110166 Supplier Number: 01805652

On Self-Enforcing Contracts, the Right To Hack, and Willfully Ignorant Agents

(A software practitioner discusses the proposed draft of Article 2B; previous comments about self-enforcing contracts are examined)

Article Author(s): Davis, James Raymond

Berkeley Technology Law Journal, v 13, n 2, p 1145-1149

No. 03, 1998

DOCUMENT TYPE: Journal ISSN: 1086-3818 (United States)

LANGUAGE: English RECORD TYPE: Abstract

ABSTRACT:

...self-proclaimed hacker. Article 2B section 204(3) states that when a human individual is *negotiating* with a *software* *agent*, the *contract* "terms do not include terms provided by the individual in a manner to which the...

2/3,K/7 (Item 1 from file: 35)

DIALOG(R) File 35:Dissertation Abs Online

(c) 2003 ProQuest Info&Learning. All rts. reserv.

01535979 ORDER NO: AAD97-09647

NEGOTIATION AMONG SELF-INTERESTED COMPUTATIONALLY LIMITED *AGENTS* (

AUTOMATED CONTRACTING, COALITION FORMATION, *CONTRACT* EXECUTION)

Author: SANDHOLM, TUOMAS WILHELM

Degree: PH.D.

Year: *1996*

Corporate Source/Institution: UNIVERSITY OF MASSACHUSETTS (0118)

Source: VOLUME 57/10-B OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 6376. 281 PAGES

NEGOTIATION AMONG SELF-INTERESTED COMPUTATIONALLY LIMITED *AGENTS* (

AUTOMATED CONTRACTING, COALITION FORMATION, *CONTRACT* EXECUTION)

Year: *1996*

2/3,K/8 (Item 1 from file: 144)

DIALOG(R) File 144:Pascal

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13668938 PASCAL No.: 98-0376983

Agents in electronic commerce : Component technologies for automated negotiation and coalition formation

Cooperative information agents II : learning, mobility and electronic commerce for information discovery on the Internet : Paris, 4-7 July 1998

SANDHOLM T

KLUSCH Matthias, ed; WEISS Gerhard, ed
Washington University, Computer Science Department, One Brookings Drive,
St. Louis, MO 63130-4899, France
Cooperative information agents. International workshop, 2 (Paris FRA)
1998-07-04
Journal: Lecture notes in computer science, *1998*, 1435 113-134
Language: English

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1998

English Descriptors: Multiagent system; Intelligent *agent*; *Automation*;
Bargaining; *Contract*; Coalition; Interaction; Technology;
Transmission protocol

2/3,K/9 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

07222517 SUPPLIER NUMBER: 15236162 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Woodside drops opposition to ASTA-AAL automation deal. (Woodside Travel
Trust; American Society of Travel Agents; American Airlines Inc.'s Sabre
Travel Information Division) (Brief Article)
Poling, Bill
Travel Weekly, v53, n21, p47(1)
March 17, 1994
DOCUMENT TYPE: Brief Article ISSN: 0041-2082 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 396 LINE COUNT: 00031

TEXT:

WASHINGTON -- Woodside Travel Trust reported that American's Sabre is
negotiating *automation* *contracts* that do not require *agents* to pay
lost booking fees plus rack rates when they fail to meet productivity
quotas.

19940317

2/3,K/10 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

06714160 SUPPLIER NUMBER: 14437809 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Transportation Dept. rules for CRSs deliver mixed results. (computerized
reservation systems)
Fairlie, Rik
Travel Weekly, v52, n75, p14(1)
Sept 23, 1993
ISSN: 0041-2082 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1310 LINE COUNT: 00104

... rules, in effect since last December, have proved to be a mixed bag
for agencies *negotiating* new *contracts* with *automation* vendors.

Gains for *agents* include lower productivity thresholds in some
cases, more generous sign-up bonuses and other deals...

19930923

2/3,K/11 (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB

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06711603 SUPPLIER NUMBER: 14417269 (USE FORMAT 7 OR 9 FOR FULL TEXT)
CRS contracts: buyer's market favors agents. (computer reservation systems)
(Brief Article)
Fairlie, Rik
Travel Weekly, v52, n73, p74(1)
Sept 16, 1993
DOCUMENT TYPE: Brief Article ISSN: 0041-2082 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 240 LINE COUNT: 00019

TEXT:

NEW YORK -- Here's a tip for *agents* who are set to *negotiate*
automation *contracts* with CRS vendors: Ask for the world because you
might get it.

19930916

2/3,K/12 (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

03927696 SUPPLIER NUMBER: 07703403 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Attorney predicts CRS negotiations will become more difficult. (Jeffrey
Miller speaks on the proposed DATAS II and Sabre merger) (American
Society of Travel Agents Western Regional conference)
Barlett, Tony
Travel Weekly, v48, n51, p56(1)
June 26, 1989
ISSN: 0041-2082 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 654 LINE COUNT: 00049

LIHUE, Kauai -- *Agents* looking to *negotiate* their *automation*
contracts with CRS vendors might find it difficult by the end of the
year, according to...

19890626

2/3,K/13 (Item 5 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

03867277 SUPPLIER NUMBER: 07053374 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Lawyer suggests agents seek more from automation contracts: Miller: shoot
for a benefits package worth 50% of vendor's booking fees. (attorney
Jeffrey Miller, travel agents)
Durbin, Fran
Travel Weekly, v48, n16, p14(1)
Feb 23, 1989
ISSN: 0041-2082 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 820 LINE COUNT: 00062

WASHINGTON -- Travel attorney Jeffrey Miller suggested that travel
agents, when *negotiating* new *automation* *contracts*, should shoot for
a package of benefits worth about 50% of what the vendor will...

19890223

2/3,K/14 (Item 6 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

03325007 SUPPLIER NUMBER: 06124356 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Automation vendors slug it out; agencies are in driver's seat.
Blum, Ernest
Travel Weekly, v46, n108, p50(1)
Dec 10, 1987
ISSN: 0041-2082 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1071 LINE COUNT: 00082

... exists, as well as the office of the airline where the agreement is filed.

In *negotiating* terms for a new *automation* *contract*, *agents* should feel free to consult with other agents on the terms of their contracts, said...

19871210

2/3,K/15 (Item 7 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

03310835 SUPPLIER NUMBER: 05211387 (USE FORMAT 7 OR 9 FOR FULL TEXT)
ASTA seeks revised CRT vendor pacts. (American Society of Travel Agents,
cathode ray tube)
Poling, Bill
Travel Weekly, v46, p1(2)
Sept 28, 1987
ISSN: 0041-2082 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 815 LINE COUNT: 00066

ASTA petitioned the Transportation Department to set standard *contract* terms for airline *automation* vendors and *agents*, to counteract the "overwhelming" *bargaining* power of the airlines.

The Society called for rules that would put an end to...

19870928

2/3,K/16 (Item 8 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

02978313 SUPPLIER NUMBER: 04557980 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Lawyer minimizes sales volume as measure of agency's worth; emphasizes factors such as employe productivity, rebates, overrides. (Jeffrey Miller)
Durbin, Fran
Travel Weekly, v45, p62A(1)
Dec 1, 1986
ISSN: 0041-2082 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 612 LINE COUNT: 00048

... aggressive and if you ask them for the kitchen sink you might get it.'

When *negotiating* an *automation* *contract*, *agents* should always eliminate the "perpetual servitude" clause that starts the *contract* running for another five years if more equipment is added.

"This clause will be struck...

19861201

2/3,K/17 (Item 9 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2003 The Gale Group. All rts. reserv.

01886951 SUPPLIER NUMBER: 02897336 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Agents caught short in computer pact bargaining.
Schiff, Arthur L.
Travel Weekly, v42, p48(7)
Aug 31, 1983
ISSN: 0041-2082 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 4195 LINE COUNT: 00338

... will treat lawsuits by agents or their clients against automation vendors based on current industry *automation* *contracts*.

Experience representing *agents* in the *negotiation* of a variety of *automation* *contracts* indicates that, although carrier representatives will try to play hardball when it comes to amending...

...today place on getting their systems into agents' offices is, for the first time, providing *agents* and their attorneys with opportunities to *negotiate* *automation* *contract* terms.

What follows is a review of the most important provisions of the automation contracts...

19830831

2/3,K/18 (Item 1 from file: 633)
DIALOG(R)File 633:Phil.Inquirer
(c) 2003 Philadelphia Newspapers Inc. All rts. reserv.

02577945
YANKEE'S ROBERTSON ON A LONG ROAD BACK
PHILADELPHIA INQUIRER (PI) - SUNDAY February 12, 1984
By: United Press International
Edition: FIRST Section: SPORTS Page: E06
Word Count: 643

1984

...to play ball. And I love all the older Yankees giving me pointers."

Regarding his *contract* status, Robertson said that his *agent* was trying to *negotiate* more than the *automatic* 20 percent raise he would get. He was asked if he would be disappointed if...

2/3,K/19 (Item 1 from file: 635)
DIALOG(R)File 635:Business Dateline(R)
(c) 2003 ProQuest Info&Learning. All rts. reserv.

0109890 89-33815
Teamsters Union Wins Toehold at EDS
Pulley, Mike
The Business Journal-Sacramento (Sacramento, CA, US), V6 N25 s1 p1
PUBL DATE: 890918
WORD COUNT: 821
DATELINE: Sacramento, CA, US

TEXT:

...on Aug. 30 to recognize Chauffeurs, Teamsters and Helpers Local Union No. 150 as their *bargaining* *agent* in *contract* *negotiations* with *Electronic* Data Systems.

The vote marks the first time a union has ever gained a toehold...

2/3,K/20 (Item 1 from file: 702)
DIALOG(R)File 702:Miami Herald
(c) 2003 The Miami Herald Publishing Co. All rts. reserv.

09502017
BALLPLAYER TO SETTLE IN 3RD COUNTRY
Miami Herald (MH) - Friday, January 2, 1998
By: FERNANDO ALMANZAR and JAVIER MOTA Herald Staff Writers
Edition: Final Section: Front Page: 1A
Word Count: 1,258

1998

...be to establish residence outside the United States.

As residents of another country, they would *automatically* become free
agents and could *negotiate* their major-league *contracts* with the
teams that offer them the most money. If Orlando Hernandez were subject to
...
?